



2010 ANNUAL REPORT



The Nonprofit Leadership Center of Tampa Bay works to build strong nonprofit organizations by promoting nonprofit **impact, adaptability, and sustainability**

through the delivery of nonprofit educational programs, customized training and website resources.



2010 was a great year for the Nonprofit Leadership Center thanks to our funders, our wonderful board, and our great staff. It was a great year because we touched more people in the nonprofit sector and because we positioned ourselves to be more visible and touch even more people in the future by opening our own Training Center.

We continued keeping a very tight rein on all expenses while seeking more opportunities to increase our earned revenue and support from the funding community. As a result of these continued efforts, we were once again able to end 2010 with an increase in net assets. One of our goals, as best practice, is to build our reserves. Each year that we are able to end the year with a net profit, we come closer to reaching our reserve goal.

As we look ahead, we see more opportunity on the horizon. In 2011, we will be striving to reach more members of not for profit boards and to provide our students even more relevant educational programs to help their organizations achieve sustainability and impact. Of special significance is the launching of our first annual Leadership Conference in May 2011.

Our guiding principle is that we live by the education we deliver. This means that we strive to follow the best practices that we teach in everything that we do at the Nonprofit Leadership Center. With that in mind, we thank our knowledgeable and dynamic presenters for teaching us and our community the skills and information to run our not for profit businesses in an efficient and successful manner.

Grace Armstrong
Chief Executive Officer





AT-A-GLANCE

Why We Exist

Our Mission

We teach nonprofits the skills to run their businesses through affordable training, coaching and online resources.

Our Vision

To become the recognized leader in nonprofit education.

Our Guiding Principle

We live by the education we deliver.

2010 Highlights

- Developed new mission, vision and guiding principle statements.
- Moved into our new Training Center.
- Launched a new website, www.nonprofitleadershipcenter.com.
- Doubled the number of programs offered.
- Increased the number of students served by 31%.

Fast Facts

- Founded: 1996
- 269 nonprofits served in 2010.
- 1,230 individuals served in 2010.



Classroom Programs

NLCTB's onsite educational and training programs give nonprofit leaders a chance to network while building leadership skills. Courses include:

Governance

- Get on Board! The Art of Board Governance
- Conflict of Interest Roundtable
- Fearless Fundraising for Boards
- Financial Oversight for the Nonprofit Board
- Strategic Planning for the Nonprofit Board
- To Be or Not to Be a 501c3

Executive Management


- Results Based Accountability
- Time Management for Nonprofit Leaders
- CEO Forum
- Speed Networking
- Understanding Yourself & Others
- Wired for Good

Fund Development

- Event Planning Basics
- Finding & Approaching Individual Donors
- Grant Writing Overview
- Grant Writing Series
- Maximizing Your Return for Special Events
- Prospect Research
- Social Media 101 & 102
- Telling Your Story to Funders Tier 1 & 2

Financial Management

- Form 990: Prove, Improve & Approve It
- Introduction to Nonprofit Financial Management
- Tools for Financial Management
- Understanding Your Costs
- Nonprofit QuickBooks
- CFO Forum
- Sarbanes-Oxley



"This program is an absolute must for board members, and especially board chairs. If you think you know everything there is to know, you are mistaken. Information is provided in a clear, concise way and gets to the heart of board efficiency and effectiveness."

- Board Chair Elect
Big Brothers Big Sisters of Tampa Bay



Certificate Programs

NLCTB offers a number of certificate programs to help nonprofit staff and leaders enhance their knowledge and skills.

Certificate in Nonprofit Management

Presented in partnership with the University of Tampa, this flagship program offers graduate-level classes taught by Ph.D. faculty in partnership with leading nonprofit practitioners. Successful completion earns 12 graduate-level credit hours.

Certificate in Board Governance

NLCTB's Certificate in Board Governance helps make good board members great by improving personal knowledge, leadership effectiveness and compliance with a variety of governance best practices.

Certificate in Nonprofit Financial Management

This certificate program demystifies financial jargon and teaches best practices in money management. The program includes finance and accounting topics that enable participants to interpret financial information, assess the costs and benefits of business decisions, and communicate operational and financial strategies.

Certificate in Volunteer Management

NLCTB's Volunteer Management Certificate offers a formalized approach to managing volunteers based on best practices. The curriculum is designed by The Points of Light Foundation. Participants also receive the Florida Association of Volunteer Centers (FAVC) Certificate.

Certificate in Grant Writing

The GrantWriting Certificate builds skills and effectiveness in developing successful grant proposals. It includes tips on how to identify and approach funding sources.



Online Programs

The Nonprofit Leadership Center offers a collection of online programs designed to be taken individually or as a series for a Certificate in Nonprofit Management. The programs are offered in partnership with The Winchester Center for Management Development. Available courses include:

Budgeting in a Nonprofit Organization: An introduction to budgets and the relationship between strategic and tactical budgeting.

Fundraising for Nonprofit Organizations: An introduction to fundraising with an emphasis on fundamental issues.

How to Read a Nonprofit Financial Statement: Skills to appropriately interpret the major financial accounting statements that are used by nonprofit organizations.

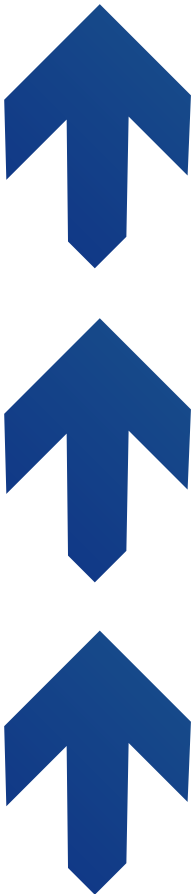
Leadership in a Nonprofit Organization: A review of key issues surrounding leadership and how leadership in a nonprofit environment differs from the private sector.

Nonprofit Board and Volunteer Development: A guide to developing and managing a strong volunteer base.

Principles of Marketing for Nonprofit Organizations: An introduction to how nonprofits use marketing to publicize their mission and gather contributions of time and money.

Strategy for Nonprofit Organizations: A guide to nonprofit strategy and how it can help an organization fulfill its mission.

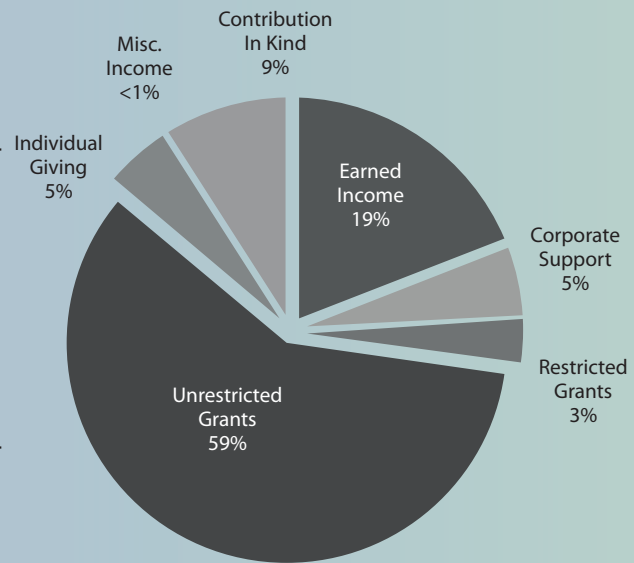
Leading the Courtney Museum: A simulation in which participants manage real-world issues presented to nonprofit managers.



FINANCIALS

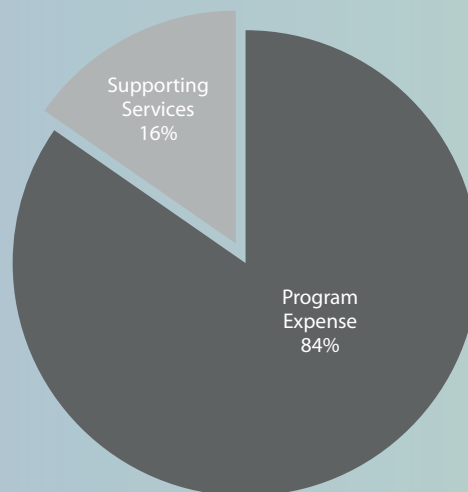
Revenue

Earned Income	\$ 74,130
Corporate Support	\$ 19,905
Restricted Grants	\$ 11,880
Unrestricted Grants	\$ 229,080
Individual Giving	\$ 18,481
Misc Income	\$ 466
Contributions In Kind	\$ 35,088
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TOTAL	\$ 389,030



Expenses

Program Expense	\$ 303,896
Support Services	\$ 56,001
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TOTAL	\$ 359,897
Net Income	\$ 29,133



Major Funders



Allegany Franciscan Ministries, Inc.

2010 Board Members

Ginger Watters, Board Chair

President, The Watters Group

Sheff Crowder, Board Vice-Chair

President, Conn Memorial Foundation

Teresa Craig, Board Treasurer

Chief Executive Officer, Suncoast Solutions

David Christian, Board Secretary

Senior VP & Regional Community Affairs Manager, Regions Bank

Tammy Ferrell, Board Member

Vice President, Northern Trust Bank

Bill Fries, Board Member

President, Hiregy

Marty Wingate, Board Member

Director, Audit Services, Deloitte & Touche, LLP

Community Partners

Allegany Franciscan Ministries

Bank of America

Baxter Fund at The Community Foundation of Tampa Bay

Children's Board of Hillsborough County

Conn Memorial Foundation

Regions Bank

Spurlino Foundation

St. Petersburg Times Fund

Suncoast Hospice Foundation

Suncoast Solutions

Triad Foundation

United Way of Tampa Bay

University of Tampa

Wachovia/Wells Fargo Foundation



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